

## **Historic, Archive Document**

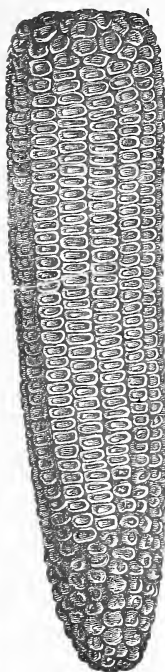
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# GREETINGS

*To Our Friends Both New  
and Old*

1920 Has Opened a New Page in Our  
Nation's History



You are to have an active part in the making of this History. Greater production is the key to a lasting peace and prosperous times. Let us strive more than ever to grow Bigger and Better Crops, profit by what we have learned and be thankful that we are living in the best country on earth.

We are better equipped to help make this a banner year for you. Have improved our facilities, added new machinery, and have obtained some extra fine quality stocks of everything for farm and garden.

We are sending out this circular with the price sheet, order blank and return envelope. We have been building all summer and are not quite done yet, which kept us all very busy, consequently will not put out a catalogue, but you will find that all seeds quoted in our fine list are of the highest grade, and we will gladly endeavor to give Prompt attention to all proper letters of inquiry.

## *The Denison Seed Co.*

*Weiss & Son*

*Denison, Iowa*

## ***Farm Problems***

Nearly every farmer has feed problems to contend with that seem hard to solve. Still when one considers the wide variety of annual leguminous and other forage and fodder crop at our disposal, the most wonderful result can be produced at a relatively small expense. We all need clover or alfalfa hay to help keep up a balanced ration with our other feeds. Good fields of alfalfa and clover are very scarce and cannot be produced in one year although we may be able to produce a clover crop under favorable conditions, and pasture the ground later in the fall.

## ***Scarified Alfalfa and Sweet Clover***

It has been found that a large percentage of alfalfa and sweet clover seed fails to come up promptly when sown, due to the hard outer shell of its seed. We have a scarifying machine for breaking the hard shelled seeds so that quick germination is assured from scarified seed. To insure the best results for our customer, we supply only scarified Sweet Clover, we also offer, scarified alfalfa seed, for which we charge 50c per bu. extra.

In offering our Seeds and Feeds in 1920 we wish to extend to our customers our hearty thanks, and hope they will continue to give us the same generous support and liberal patronage in the future that they have in the past. With them we are willing to stand upon our past record, both as to business integrity and as to results obtained from seed purchased during the previous year.

Visitors are always welcome to come, and see for themselves, and it will be a pleasure to show our Seed Corn, Clover, Alfalfa, Timothy, Wheat, Oats, Barley, Garden seeds, Onion Sets etc. Come and see for yourself how we handle our seeds. We select carefully as to purity germination, yielding power adaptation to the locality, Breeding. Come and make us a visit in our New Quarters, Correspondence invited. Visitors Welcome

## ***Our Corn for Seed***

We select seed for its purity of Breed, and yielding qualities, not only for its growing quality. We select, for germination, purity of breed, yielding qualities and it must be adapted to the locality. Some of the poorest yielding corn grows good but it does not yield. Yield and quality is what the farmer must look for.

## ***The Cost of Good Seed and its Value***

The extra expense in growing our seed corn is not the largest item in its cost. Once harvested it must be carefully hand picked before shelling. After picking and grading it is seldom that more than 15 per cent of the crop is left for seed. Hence it is apparent that our margin of profit is not large. A bushel of corn will plant six to eight acres. It usually costs less than 35c to plant one acre.

If the yield is increased one bushel to the acre the cost of good seed corn has been paid. Professor Holden shows a difference in yield due to the seed planted of from twenty to eighty bushels per acre. This difference in yield is the difference between planting common crib corn and planting our selected, graded, hand picked, pedigree seed corn, with a history of big yields behind it.

## ***Our Seed Grains***

Remember all of our Seed grains, Corn, Clover, Timothy is cleaned by us before it is put out for seed. You get no seed that we would not be willing to use ourselves on our different farms. Call for Samples. Come and see us in our New Quarters. We will be equipped to serve you in the best possible manner.

## ***Our Legumes***



We are very careful in selecting our alfalfa and clover seed and all of our legumes. We sell seed best adapted to the locality.

### ***Legumes for Farmers***

There is no part of the United States that can produce more or better alfalfa, clover, etc., than can this great corn belt. There is no more valuable crop grown for hay, forage, etc., than these legumes. They fertilize the soil by adding nitrogen to it, an element which is absolutely necessary for the production of any kind of a crop. There is no other plant that will add nitrogen to soil better than the legumes. The legumes take the nitrogen from the air and store it into roots in the form of nodules. No more or better hay can be raised

per acre than by the legumes, namely alfalfa and clovers. No more valuable hay for feed can be produced. It contains nitrogen, one of the essential elements of protein absolutely necessary for the growth and development of any animal. It is protein that we buy bran, oil meal, tankage etc., to balance our rations which we feed our stock. Raise alfalfa, clovers, etc., and produce these yourself much cheaper.

## ***Our Side Lines***

Besides our seed business, as you will note by the fine list we are buying and selling feeds of all kinds as Corn, Oats, Barley, Hay, Straw, Oil meal, tankage, Bran, Shorts, Molasses feed, etc.

Also with the seed business one must have a side line, in which we are offering stock supplies, as Cre-Sol-Dri-Dip for winter use to keep sleeping and feeding quarters free from diseases. Condensed Butter milk for hogs and poultry. We have the dry kind, it don't freeze, the best for summer and winter use. Come and see us if you need a self feeder, non-freezing Stock fountain for Horses, Cattle, Sheep and Hogs. We are using them. There are none better. We have on hand The Paulsen & Iwen Improved Kinds. You cannot afford to be without them.

We buy fat Hogs and Stock Hogs at all times. For Breeding Stock of the Hampshire Hogs and Aberdeen Angus Cattle. We have them in season.

## ***Terms and General Information about Ordering***

When ordering please write plainly, as orders often come containing money orders and we can not read the address.

### **TERMS**

Cash with order. We can not open accounts. We have no time during our busy season. If we can not fill your order your money will be refunded.

### **HOW TO REMIT**

Money should be sent by express money order, bank draft, post office money order, on Denison, Iowa, or send your personal check.

### **DENISON SEED COMPANY GUARANTEE**

We guarantee all seed to leave us in good condition, as we expect to give every order our personal attention. We cannot guarantee you a crop. You all know that is something no one can do. Some farmers plant too deep; others too shallow. Unfavorable weather, squirrels, bugs and worms that work on seed all make it impossible for us to guarantee a crop. We will send our seeds on ten days' approval, and if you are not satisfied with them, you being the judge, return them to us and we will refund your money.

# **The Denison Seed Company**

**By Jacob Weiss & Sons**